



2006 CONFERENCE

April 6-7, 2006

Hilton Vancouver Washington

An Affiliate of



**institute for
supply management**

2006 NSMA Conference

April 6-7, 2006

Hilton Vancouver Washington

Schedule of Events*

Thursday, April 6

8:00 am – 4:30 pm

Registration Open

8:00 – 8:30 am

Continental Breakfast

8:30 – 10:00 am

Innovation & Technology that will Drive Business in the Next Fifteen Years

Thomas Jones, PhD

Technology futurist Dr. Thomas Jones will speak about innovations and technology that will drive business in the next 15 years. His presentations are a mix of both humorous and hopeful projections. You will find his technology prediction timelines for major innovations such as the appearance of e-money, the information super highway, household robots and other technology breakthroughs very thought provoking.

10:00 – 10:30 am

Break & Vendor Fair

10:30 – 11:45 am

BREAKOUT SESSIONS – choose one

A1) Enterprise Risk Management

Roy Fox, Bonneville Power Administration

Enterprise Risk Management (ERM) is moving into the mainstream of business, even becoming a best practice. But just what is Enterprise Risk Management? This is an opportunity to learn about the essential elements of ERM, why organizations are integrating ERM into their business processes and how every person and process can be part of a sound risk management program.

A2) Managing Spend in a Volatile Commodities Market

Dawn Tiura, Denali Consulting

Times They Are A Changin'.... The price of steel is up this year, the price of oil is up and down, the price of polymers changes daily etc., etc. This session is designed to provide ideas and tools to manage spend in light of the volatility in today's marketplace. We will discuss how to set a baseline, how to use indexes, how to measure savings and other concepts that can drive success in strategic sourcing and supplier relationships in a volatile commodity market.

A3) Doing Business in China: Realities of the Market

Kellie Holloway, U.S. Commercial Service

Understanding the rapidly evolving commercial landscape of China presents numerous challenges to business. This session will delve into separating the hype from the opportunity, including market entry considerations, identifying partners, strategies for managing risk, and some of the important free tools to help companies expand their exports to China.

11:45 am – 1:15 pm

Lunch & Vendor Fair

1:15 – 2:30 pm

BREAKOUT SESSIONS – choose one

B1) Sustaining Supply Chain Excellence

Dawn Tiura, Denali Consulting

The supply chain can't rest on their past successes. The second generation of sourcing excellence requires tools and methodologies that test relationships in future years, quantify continuous improvement savings, identify if you have capitalized on technology and prove to yourself and others that you are still in the right relationship (or not). This generation of supply chain excellence demands an aligned organization, different job descriptions, different skill sets and re-prioritized opportunities. This session is designed to share best practices and what is working in other organizations.

B2) SOX & Procurement: What's the Connection?

Michael Taylor, C.P.M., Fluor Hanford, Inc.

Some pundits have called SOX, the "Full Employment for Auditors" Act. In some ways SOX seems to be turning out that way. SOX touches many companies and many are changing financial reporting processes even as we speak. But what does SOX mean at a functional level? How does the SOX Act affect supply chain processes? What supply chain processes are SOX targets? How can we survive a SOX audit? This presentation will drill down to specific concepts and discuss practical solutions affecting the supply chain.

B3) Working with your Customs Broker and Freight Forwarder

Rick Housman, J.L. Haggin & Associates

Too often, supply chain problems arise because of poor communications between the importer and the broker/forwarder. Understanding what your broker/forwarder can and can't do is a necessary first step in establishing a partnership that will service the needs of your company. Establishing a real working relationship and staying involved with the shipment and clearance process will minimize delays, Customs penalties, lost sales and factory down-time. This session will look at the various services offered by brokers and forwarders and tell you how to maximize results by making your broker/forwarder a true supply chain partner.

2:30 – 3:00 pm

Break & Vendor Fair

3:00 – 3:15 pm

Door Prize Drawings

3:15 – 4:45 pm

Economic Forecast: A Different World?

John Mitchell, PhD, U.S. Bancorp

The national economy is in the fifth year of its upturn, capacity utilization rates are over 80 percent, labor markets have tightened, and some commodity prices have soared. The specter of another energy shock hangs over the economy. It is a different work for purchasing professionals. The mix of output will differ from that of 2005. Consumption growth will moderate, as will housing activity. Business investment and trade related activities will strengthen. Prospects and risks facing the nation will be covered. Oregon and Washington are amongst the strongest states in the nation with rapid employment and population growth. They are, at long last, hitting new highs in employment. These changes, along with state and regional outlooks will be presented.

Friday, April 7

8:00 am – 2:00 pm

Registration Open

8:00 – 8:30 am

Continental Breakfast

8:30 – 10:00 am

MEGATRENDS for the Purchasing Profession

Brian Long, PhD, C.P.M., Marketing and Management Institute, Inc.

The purchasing profession will change more in the next twenty years than it did in the previous fifty. This session will identify most of these irreversible changes that are now just beginning, and assess their impact on the profession. An old advertisement line says that "the future belongs to those who prepare for it." This session will provide insight to purchasing managers for planning the future direction of their purchasing departments and purchasing careers.

10:00 – 10:15 am

Break

10:15 – 11:30 am

BREAKOUT SESSIONS – choose one

C1) Value Stream Mapping

Karen Carter, Micropump, Inc.

Learn how value streams are used as the road map for process improvement. Value stream mapping provides the tool kit to transition from process or machine level improvements to system level improvements. A lean value system yields bottom line results and improves customer satisfaction through lead time and inventory reduction and improved on-time delivery. Learn how to reduce waste in your company and deliver the best flow of value to the customer to benefit from business. This session will highlight how to "see the flow", the principals of value stream mapping, the process applies to "lean" the value stream and the method for designing a future state.

C2) Emerging Best Practices in Supply Management: Contract Management

Jim Bergman, Global Supply Management, Inc.

This presentation will explore emerging best practices in supply management and how to apply those practices to your organization. The session will include examination of transforming contract management into commitment management, automating the contract management process and developing a savings "process". Examples of practice, as well as how to establish the practice, will be identified.

C3) Port of Portland: Connecting Our Region to the World

Scott Drumm, Port of Portland

Trade, both domestic and international, is a critical part of the regional economy. The Port of Portland's mission, to enhance the region's economy and quality of life by providing efficient cargo and air passenger access to national and global markets, links trade and the economy. This presentation will take a look at the Port of Portland's new service and infrastructure developments and plans for the future and how those will benefit the movement of goods and people in the region.

11:30 – 11:45 am

Break

11:45 am – 1:00 pm

BREAKOUT SESSIONS – choose one

D1) Purchasing Ethics

Brian Long, PhD, C.P.M., Marketing and Management Institute, Inc.

Purchasing ethics can be broadly defined as a set of moral principles and values which influence and guide business relationships toward effective purchasing decisions and management. This presentation will review the current state of the art in purchasing ethics policies and make specific recommendations for implementation.

D2) Emerging Best Practices in Supply Management: Supplier Relations

Jim Bergman, Global Supply Management, Inc.

This presentation will explore emerging best practices in supply management and how to apply those practices to your organization. The session will include examination of managing our stakeholders rather than letting our suppliers do it, lean and supplier development, and category strategies as a precursor to strategic sourcing. Examples of practice, as well as how to establish the practice, will be identified.

D3) Keeping the Trucks Moving, Oregon's Statewide Traffic Mobility Program

Randal Thomas, Oregon Department of Transportation

Economists predict that Oregon's economy will grow at a greater rate than the nation's economy in the years to come. As the economy improves, so does the need to ensure that the freight moving to and through the state will continue to do so quickly and efficiently — especially in light of fact that construction volume is expected to double as hundreds of aging bridges will be repaired or replaced across the state as part of the Oregon Transportation Investment Act (OTIA III) as well as Oregon's ongoing construction, improvement, and maintenance programs. This session will examine Oregon's Statewide Traffic Mobility Program and how it will impact the supply chain's logistical component of the supply chain.

1:00 – 2:30 pm

Awards Luncheon & Presentation: Oil 2006-A Time of Volatility & Continuing Change

Steve O'Toole, CAE, Oregon Petroleum Association

The era of cheap oil is over. What can we look forward to now and can we see any predictability in the future? An analysis of the major components driving the current marketplace will be presented. Future changes in store for the year that will have an impact on price and how the purchasing professional can adjust their decisions will also be presented.

The luncheon will also feature our annual awards program and tribute to volunteers.

2:30 pm

Conference Concludes

*Subject to change

About the Speakers

Jim Bergman is the CEO of Global Supply Management, Inc., a consultancy and training firm dedicated to the transformation of clients into world-class supply management organizations. He has nearly 20 years of experience in commercial and procurement contracting, initially as a contracts attorney for Amoco (now BP). During his career, Bergman has trained and led negotiation teams, managed supply base portfolios worth over \$1 billion, and has developed contracting processes for a number of Fortune 500 companies. His efforts have led to reported savings of over \$100 million, as well as numerous process improvements and additional instances of value generation to his clients.

Karen Carter holds a B.S. in mechanical engineering. She has focused most of her professional experience in manufacturing with employment at Micropump, Inc., Ford Motor Company and Boeing. Carter has held a variety of positions with increasing responsibility at Micropump, Inc., a local manufacturer of miniature, positive displacement pumps. She is a certified Six Sigma Black Belt and process improvement specialist in the areas of Lean, value stream mapping, shared resources and mixed model management. Carter is currently responsible for coordinating process improvement activities as the Director of Operational Excellence at Micropump, Inc.

Scott Drumm is the manager of the Port of Portland's Research & Market Information Department. The Port owns five marine terminals, four airports (Portland International and three general aviation facilities), and seven business parks. Drumm has been with the Port for 14 years, providing research support and project management for a variety of trade and transportation-related projects for the Port's marine, aviation, and business development departments. He graduated with a B.A. in political science (Phi Beta Kappa) from the University of Oregon and earned a masters degree in urban planning from Portland State University. Prior to joining the Port, Drumm worked in research at the Oregon Economic Development Commission and the Portland Metropolitan Chamber of Commerce.

Roy Fox became the first Enterprise Risk Manager for Bonneville Power Administration in 2003. His mission as the ERM is to establish and operate an enterprise risk management program that will provide a coordinated approach to assessing and responding to all of the risks that affect BPA's ability to achieve its strategic objectives. Prior to becoming the Enterprise Risk Manager, Fox was BPA's first manager of Federal Hydro Projects. Through his leadership BPA established new working relationships with the U.S. Army Corps of Engineers and the Bureau of Reclamation to guide O&M and capital investments in 22,000 MW of installed hydropower capability. Fox has also held positions responsible for environmental compliance and managed energy efficiency programs during his 25 year career with BPA.

Kellie Holloway is a Commercial Officer with the U.S. Commercial Service, US Department of Commerce. She recently concluded a three-year assignment at the commercial section of the U.S. Embassy in Beijing, China. Following this, she was asked to direct a national China outreach and trade promotion campaign for the U.S. Commercial Service. In this capacity she liaises with five offices in China, Washington D.C., and the 105 district offices

of the U.S. Department of Commerce. Holloway also manages the recently launched China Business Information Center for the Commerce Department. She's worked with the Commercial Service in Toronto, The Hague, Washington and Phoenix. She also brings management consulting experience supporting high tech and energy section clients in international joint venture activities.

Rick Housman is Senior Trade Consultant with J.L. Haggin & Associates in Portland, specializing in government compliance issues pertaining to imports and exports. He has worked for an international sales and manufacturing company where he administered their customs compliance and export control efforts. He has also worked for several Customs brokerage firms, and the U.S. Customs service. A licensed Customs broker since 1979, Housman has worked in the brokerage industry in Portland, San Francisco and Denver. He was recently appointed to the Department of Commerce, District Export Council.

Thomas Jones, PhD is an active futurist researcher and has spoken to business, education and community audiences across the nation. Dr. Jones is a past recipient of the Leavey Award which recognizes him as one of the 15 most innovative business educators in the United States. Dr. Jones holds a Master of Science degree in Management from Marylhurst University and a Doctor of Philosophy degree in Leadership and Organization Development from Walden University.

Brian Long, PhD, C.P.M., is President of the Marketing and Management Institute, a Kalamazoo Michigan based seminar and consulting firm. From 1975 to 1985, he served as Associate Professor of Marketing at Western Michigan University where he taught industrial marketing and industrial purchasing, and marketing strategy. Dr. Long received his PhD from Michigan State University in 1975, where he majored in marketing and minored in economics, labor relations, management, and physical distribution. Since then, he has been active doing research in areas of business cycles, industrial marketing, industrial purchasing, and negotiation. Prior to returning to academia in 1971, Dr. Long has a variety of work experiences including such jobs as selling cars, working as a General Motors account, and coordinating a computerized logistics system for the Polaris Missile Program while serving in the U.S. Navy.

John Mitchell, PhD is U.S. Bancorp's Economist for the Western Region and the principal of M & H Economic Consultants. His responsibilities include analyzing and forecasting the economy. Prior to joining U.S. Bancorp in 1983, he was a professor of economics at Boise University for 13 years. Dr. Mitchell is also a member of the Western Blue Chip Forecast Panel. He was Chairman of the Oregon Council of Economic Advisors and Oregon Governor's Technical Advisory Committee on Tax Review.

Stephen O'Toole, CAE has been the Executive Director of the Oregon Petroleum Association for the last ten years. In that capacity, he has been a spokesperson for the petroleum distributors and retailers in the state of Oregon. He has often been interviewed by print and electronic media. He is a graduate of Chaminade University with a B.A. in political science and business. O'Toole has been in association management for over 20 years and has been a lobbyist, legislative aide and elected official.

Mike Taylor, C.P.M., has been in the purchasing and materials management field since 1973. His career includes purchasing responsibility for a custom fabricator of large hydraulic cylinders, commercial nuclear power plant construction and Federal Government contractors. This includes 11 years as a first-line manager as well as many years as a team lead. Taylor is presently an Acquisition Specialist for Fluor Hanford, Inc. (FH), the Management and Integration Contractor at the Department of Energy Hanford Site. His team is responsible for acquisition, policies, professional and technical training, purchasing ADP systems; and for written and electronic procedures. Taylor is a leader in the effort to make use of the Internet and electronic commerce in FH acquisition.

Randal Thomas is the Statewide Traffic Mobility Manager for the Oregon Department of Transportation (ODOT). His responsibilities encompass keeping traffic and freight moving in Oregon. He is the former ODOT Intelligent Transportation System (ITS) Programs Manager for the award-winning Green Light truck preclearance program. Before joining state service, Thomas held positions such as membership director for the Oregon Trucking Associations and branch manager for truck semi-trailer leasing companies including Transamerica and GE Capital. He is an international published author of various professional papers regarding ITS solutions and traffic mobility strategies.

Dawn Tiura is the founder and CEO of Denali Consulting in Northern California, a leading consulting firm that focuses exclusively in the areas of supply chain management, strategic sourcing and supplier development. Denali Consulting is a certified WBE (woman-owned business). Tiura has over 12 years of supply chain consulting experience with an additional 11 years as a CPA. Tiura's dynamic style and deep knowledge of supply chain, specifically in the utility industry, make Denali Consulting one of the most sought after firms in both government and private sectors. Tiura has a Bachelor of Business Administration degree from the University of Michigan and a Master of Taxation and Business degree from Golden Gate University and San Jose State. Denali has consulted to over 40 Fortune 100 companies, as well as many smaller organizations over the last couple of years.

Important Conference Information

Registration

Conference registration fees include sessions, session materials, Thursday's continental breakfast, lunch and Friday's continental breakfast, Friday's lunch and all breaks. It also includes access to the Vendor Fair.

Early Bird discounts apply to those registration received by March 6, 2006. Space is limited. Early registration is encouraged. In the event that room space becomes filled to capacity, some registrants will not be able to be accommodated and will be notified. Registrations will be accepted on a first-come, first-served basis.

A confirmation letter will be sent to those who registrations are received by Friday, March 31, 2006.

Session Selection

Your session selections help the conference committee assign meeting room space for each educational session. While allowing space projections, it does not guarantee seating. Session seating is on a first-come, first-served basis.

Location

All conference activities will take place at the Hilton Vancouver Washington, Discovery Ballroom.

The brand-new Hilton Vancouver Washington is conveniently located off I-5, just 10 minutes from downtown Portland and the Portland International Airport. Both street and garage parking is available near the Hilton Vancouver Washington.

Lodging

While no hotel rooms have been reserved for this event, those wishing to stay at the Hilton Vancouver Washington can call 360.993.4500 or visit the online booking companies. Room rates can vary depending on reservation methods, so you are encouraged to research your options. You are also encouraged to make your lodging reservations early to ensure space. There are other area lodging opportunities posted on the NSMA website at www.nsma.ws.

Vendor Fair

The Vendor Fair will be held on Thursday and will feature a variety of suppliers. Don't miss the opportunity to access a variety of suppliers in one location.

Conference Attire

Business casual is suggested for all conference events.

Cancellation Policy

Cancellations received before or on March 23, 2006 will receive a full refund minus a \$50 administrative fee. Cancellations received after March 23, 2006 will be refunded 50% of their total fees. There will be no reduction in fees for partial attendance. No shows and same day cancellations will not receive a refund.

In the event of inadequate registration, weather problems, or other events beyond NSMA's control, the conference may be moved or cancelled. Should this occur, an attempt will be made to contact all registrants by telephone and fees will be refunded.



147 SE 102nd Avenue
Portland, OR 97216

Return Service Requested



2006 CONFERENCE

April 6-7, 2006

Hilton Vancouver Washington



2006 NSMA Conference

Registration Form

Please complete and mail this form with payment to NSMA. One form per person – photocopy this form for additional registrants.

Name (please include all designations)		
Company	Title	
Address		
City	State	Zip
Phone	Fax	
E-mail		

Please check one: ☐ NSMA Member ☐ ISM Affiliate (please indicate) ☐ Non-member*

Have you attended a NSMA conference previously? ☐ Yes ☐ No

Registration Fees:

Conference registration fees include sessions, session materials, Thursday's continental breakfast, lunch and Friday's continental breakfast, lunch and all breaks.

Registration:

- ☐ Member
☐ Additional member registration from same company
☐ Non Member*
☐ Additional non member registration from same company

*non-members attending the annual conference for the first time may do so at the member rate.

Early Bird Registration on or before March 6, 2006	Registration after March 6, 2006
\$325	\$375
\$275	\$325
\$400	\$450
\$350	\$400

TOTAL REGISTRATION FEES: \$ _____

Extra Meals:

- ☐ Thursday Lunch
Name(s) _____
☐ Friday Awards & Luncheon Presentation
Name(s) _____

_____ @ \$30 _____

_____ @ \$35 _____

TOTAL EXTRA MEALS: \$ _____

TOTAL AMOUNT DUE: \$ _____

Breakout Sessions:

For planning purposes, please select from the following breakout sessions you plan on attending. Please refer to the brochure for titles of the sessions.

Select one breakout session from each time slot:

Thursday, April 6

- 10:30 – 11:45 am ☐ A1 ☐ A2 ☐ A3
1:15 – 2:30 pm ☐ B1 ☐ B2 ☐ B3

Friday, April 7

- 10:15 – 11:30 am ☐ C1 ☐ C2 ☐ C3
11:45 am – 1:00 pm ☐ D1 ☐ D2 ☐ D3

Special Needs:

Please indicate special needs (i.e. vegetarian entrée, handicap access, etc.) that would dictate advanced planning on our part here:

Cancellation Policy:

Cancellations received prior to March 23, 2006 will receive a full refund minus a \$50 administrative fee. Cancellations received after March 23, 2006 will be refunded 50% of their total fees. No shows and same day cancellations will not receive a refund.

Payment: (in US funds)

- ☐ Check (payable NSMA)
☐ Visa ☐ MasterCard ☐ American Express Corporate Card? ☐ Yes ☐ No

Card #	Expiration	Amount Authorized
Name on Card		Signature
Card Billing Address		
City	State	Zip

Please mail this form with payment to:



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Questions? Contact NSMA at 503.253.0253 or via email info@nsma.ws